

Message Text

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PAGE 01 TAIPEI 05411 160651Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----104403 160651Z /13
P 160442Z AUG 78
FM AMEMBASSY TAIPEI
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8609

UNCLAS TAIPEI 05411

FOR BED/OIM/EA - KELLY

E.O. 11652: NA
TAGS: BEXP, TW
SUBJECT: COMPUTECH '78/APPLIED DATA COMMUNICATIONS

REF.: USDOC 14615

1. TC CONTACTED MR. BRUCE LAN, GENERAL MANAGER, COMPUTEK INC. AND MR. CHOSEN KU, MANAGER OF THE SAME COMPANY, RE ADC'S PARTICIPATION IN SUBJECT EVENT.

2. MR. LAN TOLD TC THAT HIS FIRM COMMUNICATED WITH MR. MARC COVERT OF ADC EXPRESSING HIS INTEREST IN ESTABLISHING A BUSINESS RELATIONSHIP WITH ADC AND URGING ADC TO SHIP SYSTEM TO SUBJECT EXHIBITION FOR EXPOSURE TO POTENTIAL BUYERS WITH AN UNDERSTANDING THAT THE DISPLAY ITEMS WOULD BE SHIPPED BACK TO US IF NOT SOLD.

3. HOWEVER, MR. LAN RECEIVED A TELEX MESSAGE FROM MR. COVERT DATED AUGUST 14, 1978, WHICH READS:

" UNDER PRESENT CIRCUMSTANCES NOT ADVISABLE TO SHIP SYSTEM TO SHOW. I HAD NO PLANS TO COMING TO TAIWAN. KENT WONG PLANNED TO RUN THE SHOW. ADVISE IF YOU STILL BE INTERESTED IN BEING A DISTRIBUTOR."

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4. MR. LAN ALSO INFORMED TC THAT HE DOES NOT INTEND TO OPEN L/C TO COVER THE SHIPMENT OF ADC DISPLAY SYSTEM AND HE WILL ADVISE PRINCIPAL OF THIS DECISION. COMPUTEK, REPRESENTING NIXDORF IN SUBJECT SHOW, HAS MADE A SIZEABLE INVESTMENT IN NIXDORF'S COMPUTER SYSTEMS WHICH ARE ALREADY IN AGENT'S STOCK. MR. LAN FEELS THAT

HIS FIRM AND ADC SHOULD KNOW EACH OTHER BETTER BEFORE A DISTRIBUTOR ARRANGEMENT IS ESTABLISHED. HE WOULD LIKE TO MEET WITH AN ADC REPRESENTATIVE DURING SHOW TO BECOME BETTER ACQUAINTED WITH ADC'S PRODUCTS AND MARKETING PROCEDURES. AT THE SAME TIME ADC COULD MEET COMPUTEK'S STAFF AND INSPECT THEIR FACILITIES AND OBSERVE THEIR OPERATIONS.

5. ACCORDING TO WTDR PREPARED BY EMBASSY COMMERCIAL SECTION DATED JANUARY 12, 1978, COMPUTEK, INC. WAS LISTED AS A SATISFACTORY TRADE CONTACT FOR INTERESTED AMERICAN FIRMS WITH GOOD FINANCIAL AND TRADE REFERENCES. THE FIRM ACTS AS AGENT, DISTRIBUTOR AND IMPORTER OF ELECTRONIC COMPUTERS AND ELECTRONIC INSTRUMENTS.

6. TC SUGGESTS OIM ENCOURAGE ADC TO REMAIN IN EXHIBITION. THEY MAY WISH TO SHIP DISPLAY PRODUCTS TO EXHIBITION, HAVE A ADC REPRESENTATIVE COME TO TAIWAN TO DISCUSS AGENCY ARRANGEMENTS WITH COMPUTEK, INC., OR OTHER QUALIFIED REPRESENTATIVES. THEY CAN STORE EQUIPMENT FOR 90 DAYS PENDING OUTCOME OF SALES, AGENCY DECISION OR RETURN EQUIPMENT UNDER CONDITIONS OF PARTICIPATION.

7. TC AWAITING OIM RESPONSE ON APPLIED DATA COMMUNICATIONS DECISION. SHOW CATALOG IS READY FOR PRINTING
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AND TC NEEDS THEIR DECISION ON PARTICIPATION SOONEST.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Handling Restrictions: n/a
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1716969
Secure: OPEN
Status: NATIVE
Subject: COMPUTECH \78/APPLIED DATA COMMUNICATIONS
TAGS: BEXP, TW
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/02e38662-c288-dd11-92da-001cc4696bcc
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